

Sean Kelleher Bio

Sean Kelleher entered the field of International Business in 1985 as a Regional Sales representative for Belgian American Investment and Trade, Inc. where he was responsible for opening and running a foreign sales office in Munich, Germany. He returned to the United States in 1992 to work with Bank of America where he helped facilitate the merger of two of the largest U.S. banks, Bank of America and Security Pacific.

As General Manager of the Anacapa Group/BSI in 1994, Kelleher was instrumental in implementing a revolutionary travel security system while securing over \$10 million worth of advertising revenue for the venture. He was also responsible for planning, implementing and coordinating all operational, management and marketing activities at Los Angeles International Airport during his tenure there.

Also in 1994, Kelleher founded Kelcomm International, an international consulting business that specialized in providing counseling to foreign corporations wishing to establish themselves in the United States and domestic companies wishing to enter markets abroad. He facilitated the import of La Caumette wines, establishing the brand as a best seller in Trader Joe's Markets.

In 1996, Kelleher began working with Spain as Manager of the U.S. Sales and Operations of Yanko Shoes. He planned and conducted organizational restructuring of United States operations while creating and implementing a sales and marketing plan for development of U.S. market. He was responsible for securing and maintaining vendor relationship with over 50 Nordstrom Department Stores. He also established vendor relationship with Macy's, Nieman Marcus, and Sak's Fifth Avenue.

He was tapped by the State of California in 1998 to counsel and assist small business owners and individuals starting businesses on matters of international trade, import and export. He also began conducting classes and workshops on trade lead sourcing, importing/exporting and marketing. Also at this time, he began his professorship at Los Angeles Harbor College where he instructs students in entrepreneurship, finance, sales, supply chain management and marketing.

In 2004, Kelleher was hired to run the Los Angeles office for the Government of the Balearic Islands, Spain. In addition to providing official representation, he conducted market analysis for various industries and oversaw the production of promotional events.

A native Southern Californian who received his undergraduate degrees from CSU Dominguez Hills, Kelleher earned a Master of International Management from the Thunderbird School of Global Management, Thunderbird Campus, Arizona in 1991. An avid athlete, golfer and pilot, Kelleher played tennis professionally throughout his 20's. In addition to teaching business courses at Los Angeles Harbor College, he currently is a money manager for a private investment group and occasionally consults in partnership with associates in Europe.

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